

# ***Doing Business With The Navy***



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**Director, Program Analysis & Business**  
**Transformation**  
**Deputy Assistant Secretary of the Navy**  
**(Acquisition Management)**

**December 5, 2006**

2006 Veterans and Service-Disabled Small Business  
Conference



# DoN Acquisition Home Page



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## What's New on the Site

- **WELCOME to the DoN Acquisition One Source web site!** The site aims to support the broad acquisition workforce (DAWIA, other government, and industry) with the authoritative information they need. We hope the site meets your needs and you add it to your favorites. You can contact us at [DoNOneSource@ati4it.com](mailto:DoNOneSource@ati4it.com).

- **The Regulation, Policy and Guidance (RPG) Comparison Tool is now available!** The RPG Comparison Tool allows simultaneous subpart viewing of the current versions of the Federal Acquisition Regulation (FAR), the Defense FAR Supplement (DFARS), the DFARS Policy, Guidance and Information (DFARS PGI), the Navy Marine Corps Acquisition Supplement (NMCARS) and the Navy Marine Corps Acquisition Guide (NMCAG).

The **RPG tool** uses "real time" links to the source web sites to allow for the most recent and authoritative information. It was designed and developed to allow Defense acquisition professionals a way to quickly and easily research Federal, DoD, and Navy procurement regulations, policies and guidance.

- **Policy Memo: Change 03-5 to Navy Marine Corps Acquisition Regulation Supplement (NMCARS)** (M.F. Jaggard; 02/14/2005)  
**NMCARS (February 2005 Edition)**

- **Policy Memo: Change 03-3 to Navy Marine Corps Acquisition Guide (NMCAG)** (M.F. Jaggard; 02/14/2005) **NMCAG (February 2005 Edition)**

- The latest **"Doing Business with the Navy"** brief was given by Captain Cynthia Varner on 23 March 2005 in Biloxi, Mississippi.

## Hot Acquisition Issues

- **Proper Use of Non-DoD Contracts** - Every year, DoD spends billions of dollars using non-DoD contract vehicles. This includes orders against Federal Supply Schedules and funds transferred to non-DoD activities for direct contract. However, recent DoD and non-DoD Inspector General reports address a variety of issues associated with the Department's use of non-DoD contract vehicles.

The **Office of the Secretary of Defense (OSD)** and **Congress** reacted to these findings by requiring specific approvals for use of non-DoD contracts. OSD requires that approval be obtained for use of non-DoD contracts for acquisitions over the simplified acquisition threshold effective January 1, 2005.

**DoN Implementation** on Proper Use of Non-DoD Contracts requires collaboration of the DoN program management, financial management, legal and contracting communities. Program and other requiring managers must seek early involvement of appropriate financial management and contracting personnel to ensure that the resultant acquisition strategy is in the best interests of the Department in terms of meeting requirements, schedule, cost effectiveness, oversight and administration, and availability of a contract vehicle within DoD.



<http://www.acquisition.navy.mil>

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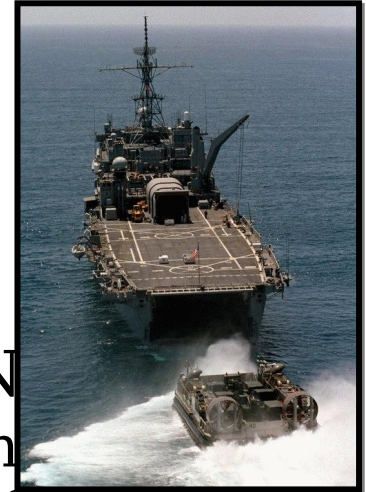


# Navy Acquisition Environment

## Transforming for War on Terror

■ Navy platforms are inherently flexible

- Must buy smarter
- Build with the future in mind
- Meet CNO's Objectives



■ Navy Expeditionary Combat Command (N

- Combines 40k Sailors from 9 different commands
  - Navy Coastal Warfare; Riverine; EOD; Logistics Support
  - SEABEE's; Maritime Civil Affairs; Combat Readiness Center
  - Expeditionary Security Force; Expeditionary Training Team

■ 11,000 Sailors serving ashore in 27 Middle East countries

- Over 4,000 Sailors in Iraq

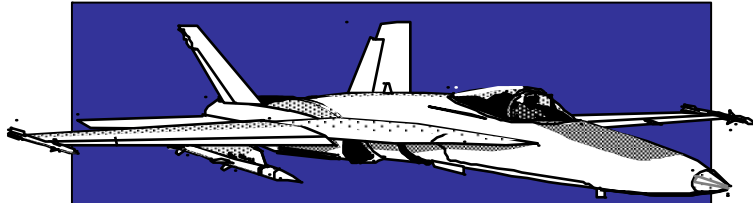


***More Sailors are serving ashore than afloat in CENTCOM AOR***

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# Major Navy Buying Commands



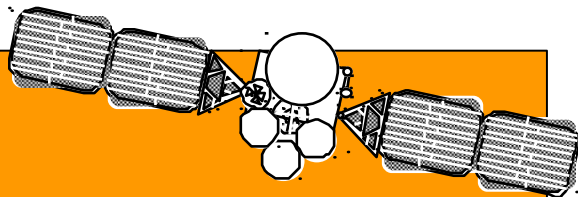
**Naval Air Systems Command**

**Director of NAVAIR Small Business**

**Phone: ( 301) 757-9044**

**Fax: (301) 757-9093**

**[www.navair.navy.mil](http://www.navair.navy.mil)**



**Space and Naval Warfare  
Systems Command**

**Director of Small Business Program**

**Phone: (619) 524-7701**

**Fax: (619) 524-3165**

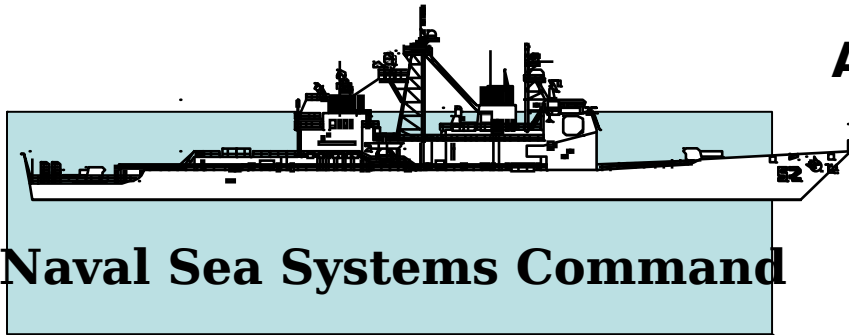
**<https://e-commerce.spawar.navy.mil>**



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# Major Navy Buying Commands



**Associate Director of Small Business**

**Phone: (202) 781-3965**

**Fax: (202) 781-4772**

**[www.navsea.navy.mil](http://www.navsea.navy.mil)**



**Associate Director of Small Business**

**Phone: (703) 432-3950**

**Fax: (703) 432-3535**

**[www.marcorsyscom.usmc.mil](http://www.marcorsyscom.usmc.mil)**



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# Major Navy Buying Commands

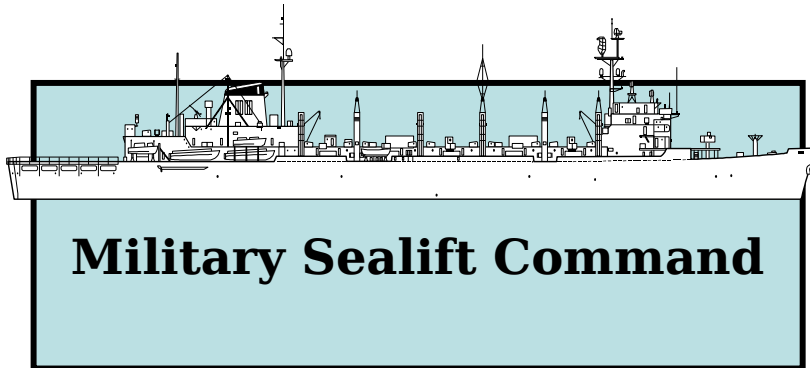


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**Fax: (202) 685-1485**

**[www.navfac.navy.mil](http://www.navfac.navy.mil)**



**Associate Director of Small Business**

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**Fax: (202) 685-5515**

**[www.msc.navy.mil](http://www.msc.navy.mil)**



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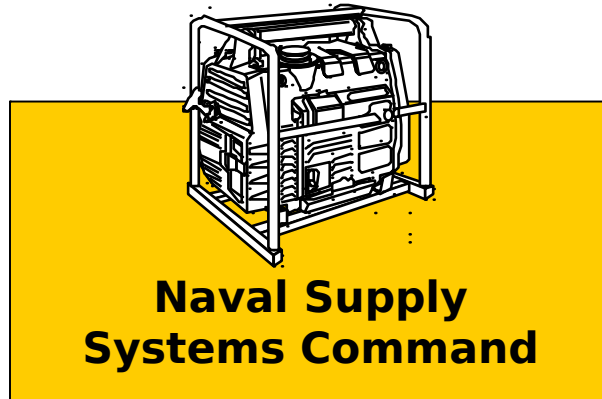


# Major Navy Buying Commands



**Associate Director of Small Business**  
**Phone: 703-696-4511**  
**Fax: 703-696-4430**

[www.onr.navy.mil](http://www.onr.navy.mil)



**Associate Director of Small Business**  
**Phone: (717) 605-3575**  
**Fax: (717) 605-1102**

[www.navsup.navy.mil](http://www.navsup.navy.mil)

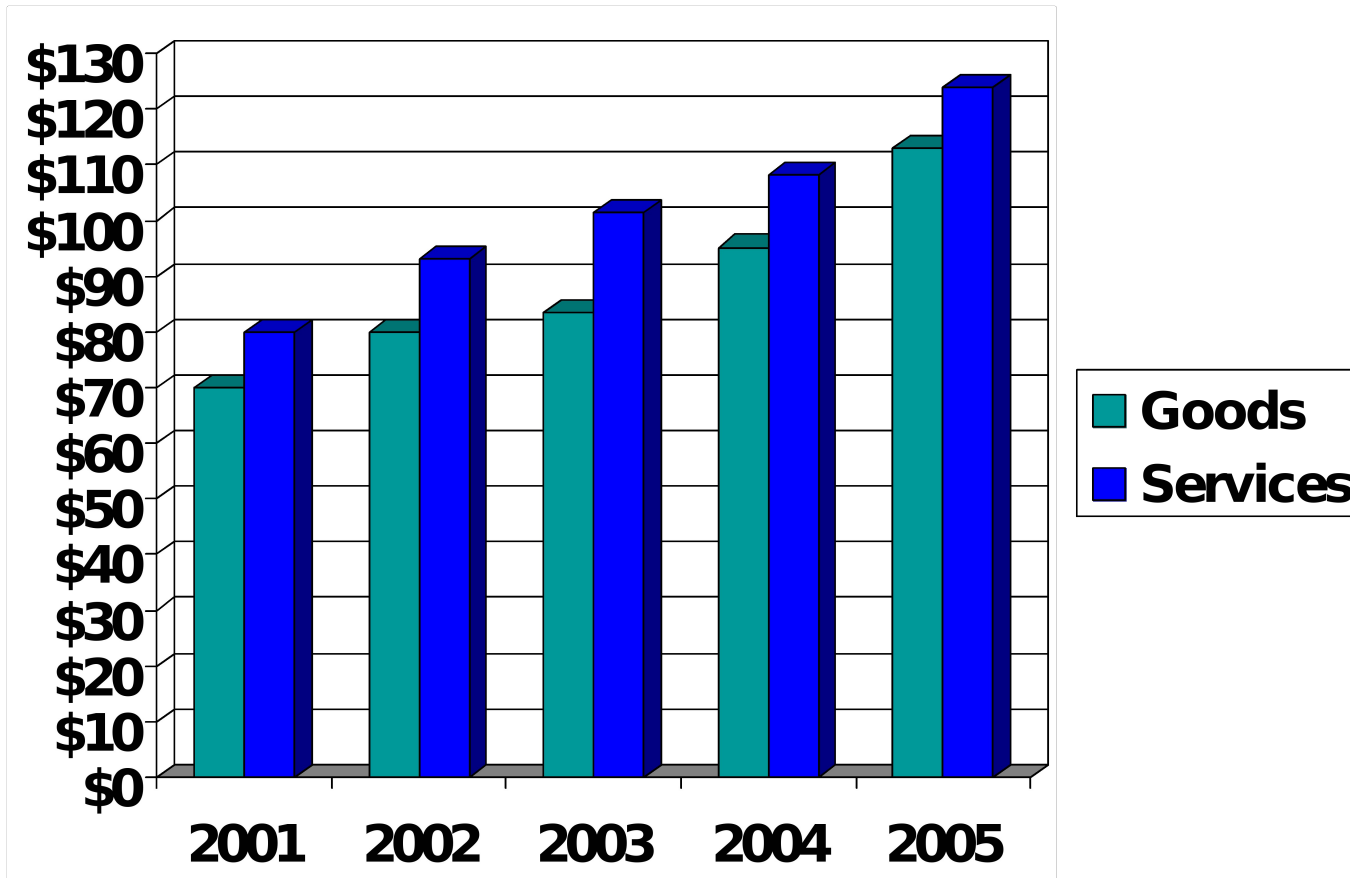


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# U.S. Trend of Goods and \$ Value in Billions Services

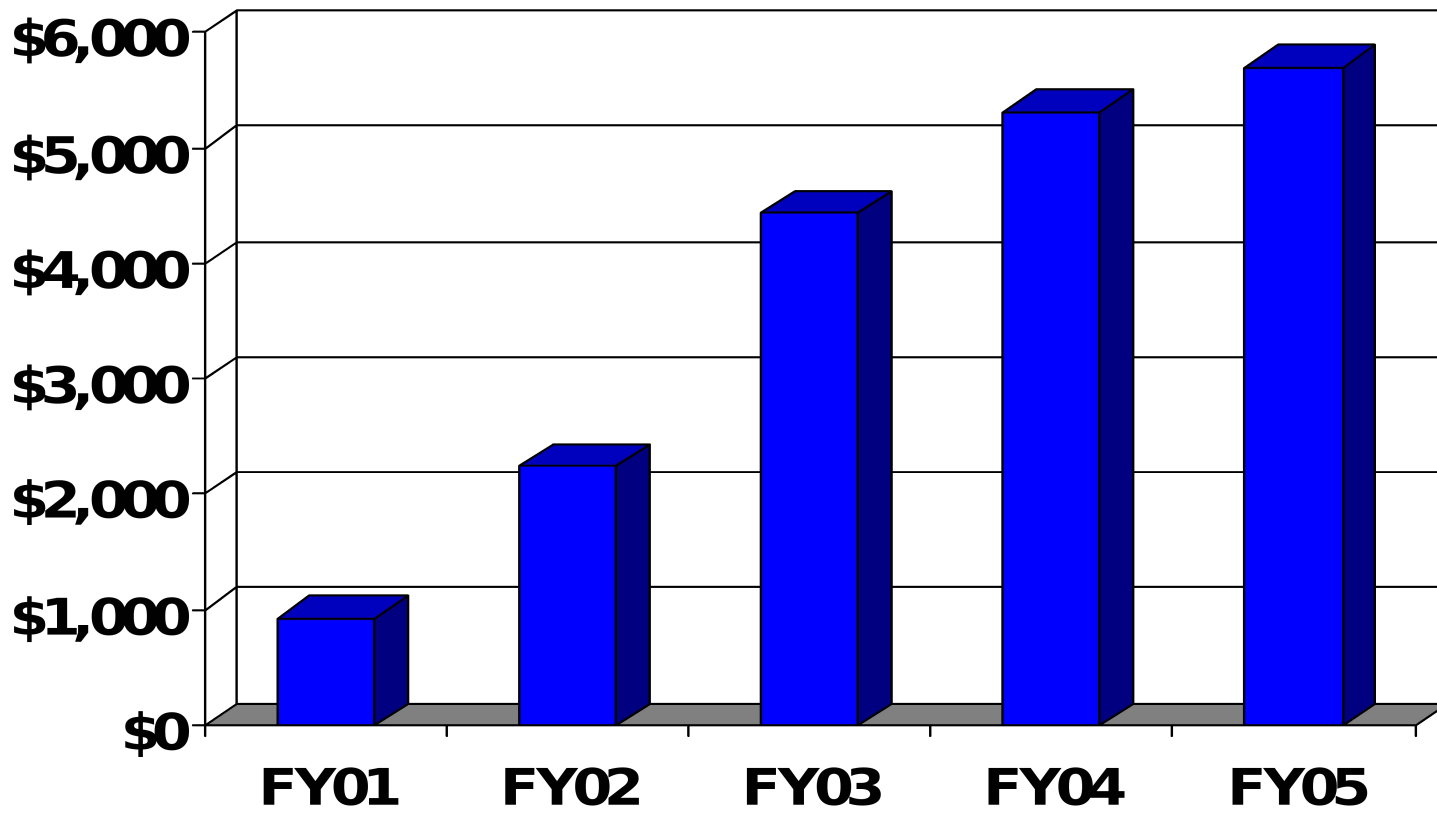


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# Don't Large Business Contracts in Texas

\$ Value in Millions

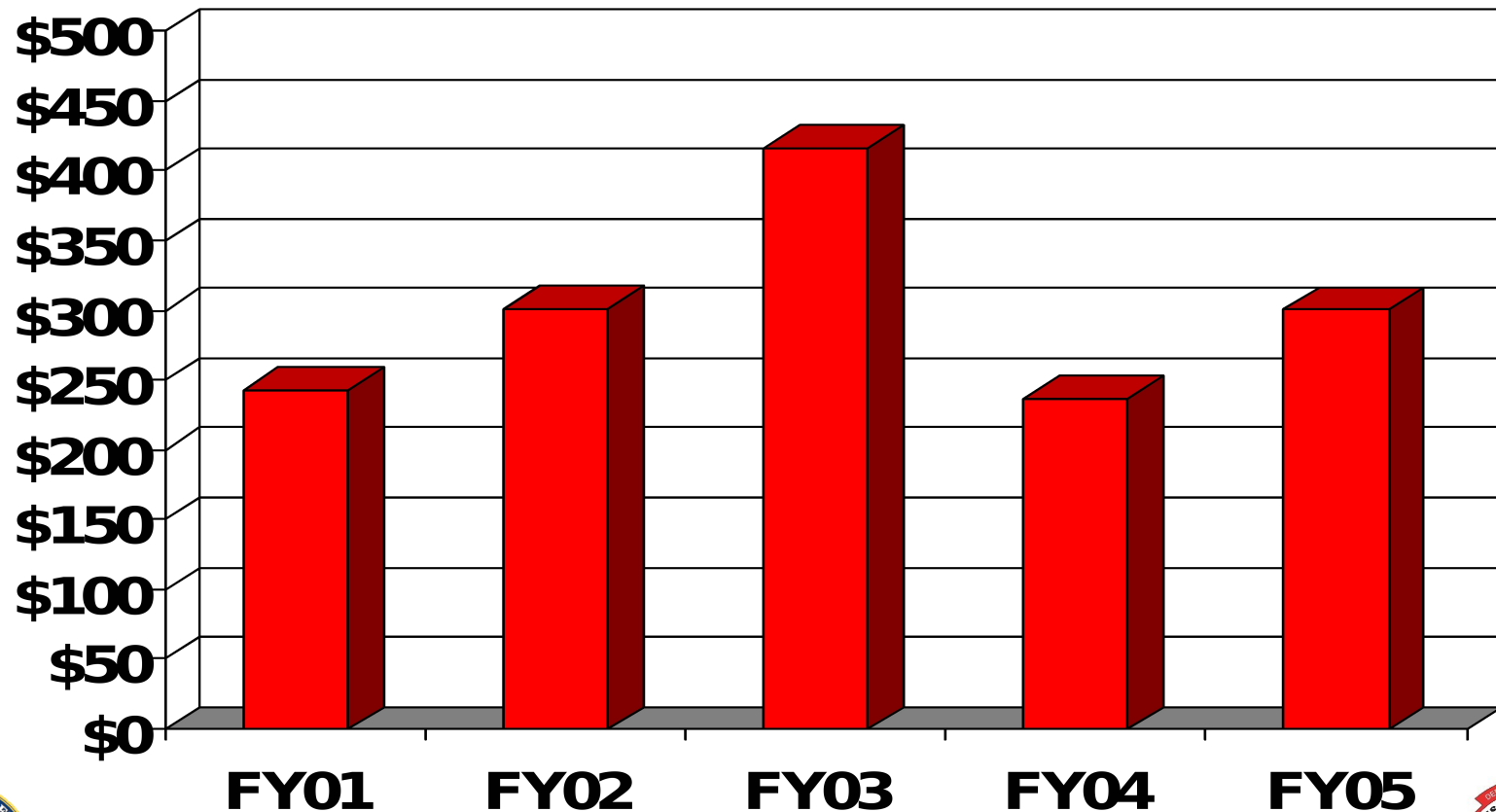


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# Don Small Business Contracts in Texas

\$ Value in Millions



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# DON BUSINESS TOP 10 IN TEXAS



## LARGE BUSINESS

LOCKHEED MARTIN CORP	3.3B
BELL BOEING JOINT PROJECT OFFICE	937M
BELL HELICOPTER TEXTRON, INC	540M
L3 COMMUNICATIONS VERTEX	182M
RAYTHEON	178M
L-3 COMMUNICATIONS CORPORATION	137M
L-3 COMMUNICATIONS INTEGRATED	84M
DELL MARKETING LP	78M
LITTON SYSTEMS, INC	29M
ROCKWELL COLLINS, INC	21M

OCEAN CHAMPION SHIPPING, INC	19M
OCEAN FREEDOM SHIPPING, INC	19M
PROBADO TECHNOLOGIES CORPORATION	13M
RELIABLE CONTRACTING GROUP, LLP	12M
OCEAN TRIUMPH SHIPPING, INC	12M
MANAGEMENT CONSULTING, INC	11M
OCEAN SPIRIT SHIPPING, INC	11M
OCEAN STAR SHIPPING, INC	10M
SYMTX, INC	8M
KLN STEEL PRODUCTS CO	7M

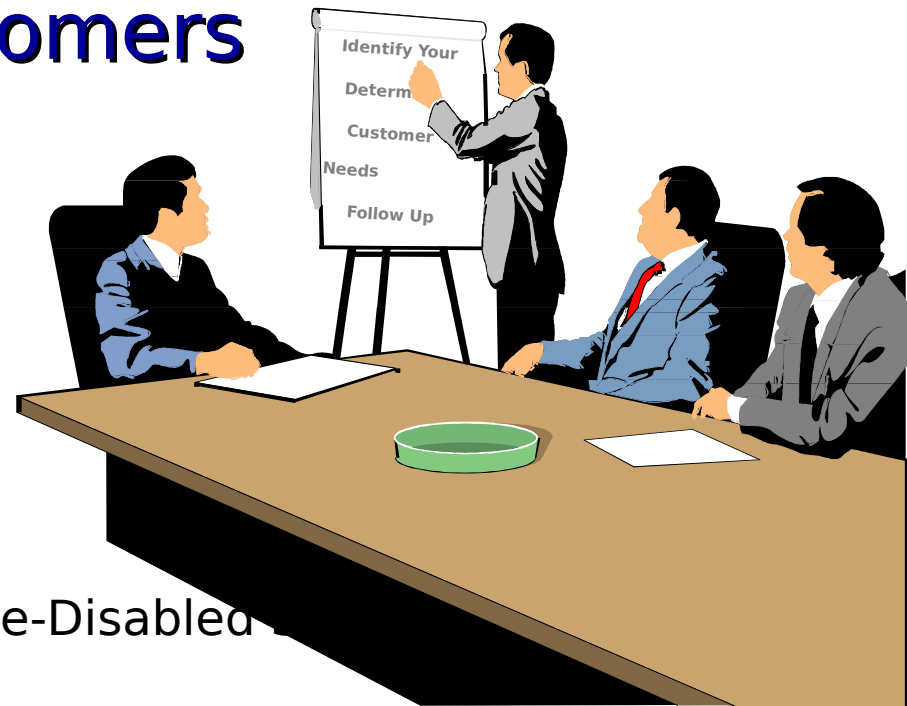


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# ***How To Market Your Business***

- Register Your Firm And Products
- Get Acquainted With The Procedures
- Learn About the Marketplace
- Find Specific Opportunities
- Make It Easy For Customers
- Learn About Special Programs
- Seek Assistance



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# **Register Your Firm and Your Products**

## ◆ Register Your Company

- ✓ Obtain Data Universal Numbering Systems (DUNS)

- ☐ [http://www.dnb.com/US/duns\\_update/index.html](http://www.dnb.com/US/duns_update/index.html)

- ✓ Obtain Commercial and Government Entity (CAGE) Code

- ☐ <http://www.dlis.dla.mil/cageserv.asp>

- ✓ Register in the DoD Central Contractor Registration (CCR) System

- ☐ <http://www.ccr.gov>

- ✓ Federal Supply Classification Code (FSC)



- ✓ <http://www.usabid.com/resources/tables/ps>  
North American Industry Classification System (NAICS)

[cs/](http://www.usabid.com/resources/tables/ps)



<http://www.sba.gov/sites/default/files/2016-06/2016-Veterans-and-Service-Disabled-Small-Business-Conference-rmine>

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[rmine](http://www.sba.gov/sites/default/files/2016-06/2016-Veterans-and-Service-Disabled-Small-Business-Conference-rmine)

# ***Find Specific Opportunities***

✓ **Navy Electronic Commerce Online (NECO)**

☐ <https://www.neco.navy.mil>

✓ **Federal/DoD Business Opportunities**

☐ <http://www.fedbizopps.gov>  
☐ <https://email6.prod.dodonline.net/main/>



✓ <https://progate.daps.dla.mil/home/>  
**Subcontracting Resources**



☐ [http://www.acq.osd.mil/osbp/doing\\_business/index.htm](http://www.acq.osd.mil/osbp/doing_business/index.htm)  
☐ <http://www.sba.gov/GC/indexcontacts-sbsd.html>



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# ***Make It Easy For Your Customers***

## ✓ **Federal Supply Services (FSS)**

❑ <http://www.fss.gsa.gov>

## ✓ **Government Charge Card Program**



<http://www.fss.gsa.gov/services/>

> Using GSA > [GSA SmartPay](#)



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# Small Business Emphasis Programs

- ✓ Mentor-Protégé
- ✓ Small Business Innovation Research
- ✓ Women-owned Small Business Program
- ✓ HubZones
- ✓ HBCU and other Minority Institutions Program
- ✓ Veteran Owned Small Business Program

<http://app.vetbiz.gov/>

<http://www.sba.gov/vets/procurement/procurement-pref.pdf>



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# Business Partner Network

**Go Directly To:**  
Central Contractor Registration (CCR)  
Federal Agency Registration  
Online Representations and Certifications Application (ORCA)  
— Vendor  
— Public  
Past Performance Information Retrieval System (PPIRS)  
Excluded Parties Listing System  
EEO Pre-Award Clearance

The Business Partner Network is the single source for vendor data for the Federal Government.  
The BPN is a search mechanism that provides unprecedented views into several key databases across Federal Agencies.

The Small Business Administration seeks your comments.

Important information about your Average Number of Employees & Average Annual Receipts in your CCR Registration.

The one-year average number of employees for your entire firm includes: those of all affiliates worldwide, and is the average number of persons employed for each pay period over the concern's last 12 months. Any person on the payroll must be included as one employee regardless of hours worked or temporary status. The number of employees of a concern in business under 12 months is based on the average for each pay period it has been in business. For more information see:  
<http://www.sba.gov/size/part121sects.html>

The three-year average annual receipts (AAR) means "total income" or "gross income" plus "cost of goods sold" as reported to the IRS tax returns and includes those of all affiliates world wide. The AARs are calculated based on your firm's last three completed fiscal years. Travel, real estate and advertising agents, producers or conference management services, freight forwarders, customs brokers and tour operators may deduct amounts they collect on behalf of another. If a concern has not been in business for three (3) years, the average weekly revenue for the number of weeks the concern has been in business is multiplied by 52 to determine its average annual receipts. For more information see:  
<http://www.sba.gov/size/part121sects.html>

**Upcoming Events**

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19	20	21	22	23	24
25	26	27	28	29	30
31					

**FIRSTGOV**  
Your First Click to the U.S. Government

**CCR** FedBizOpps  
**SBA**  
**PPIRS**  
PAST PERFORMANCE INFORMATION RETRIEVAL SYSTEM

**FedReg**  
**BINCS**  
**UID**



<http://www.bpn.gov>

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# ***Area Procurement Technical Assistance Centers***

DEPARTMENT OF DEFENSE  
Procurement Technical Assistance Centers



The Defense Logistics Agency, an agency of the Department of Defense, administers the DoD Procurement Technical Assistance Program (PTAP). PTA Centers are a local resource available at no or nominal cost that can provide assistance to business firms in marketing products and services to the Federal, state and local governments.

■ <http://www.dla.mil/db/procurem.htm>

■ <http://www.aptac-us.org/new>



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# ***Available Help - SBA***

***Offices Providing Assistance  
To Small Businesses For  
Defense Procurement***

**Office of Small Business Programs  
of the Department of the Navy**

**Washington Navy Yard, Building 36  
720 Kennon St., SE  
Washington, D.C. 20374-5015  
Phone: (202) 685-6485  
Fax: (202) 685-6865**

**Small Business Administration  
Dallas District Office  
4300 Amon Carter Blvd., Suite  
114  
Fort Worth, Texas 76155  
(817) 684-5500 Phone  
(817) 684-5516 Fax  
<http://www.sba.gov/tx/dallas/>**

**<http://www.hq.navy.mil/sadbu>**

**Director of Acquisition  
Phone: 817-782-7086  
Fax: 817-782-7680**



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